

Message Text

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PAGE 01 MOSCOW 17105 01 OF 02 211635Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----012184 211903Z /41

R 211525Z JUL 78
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 4612
AMCONSUL LENINGRAD

UNCLAS SECTION 01 OF 02 MOSCOW 17105

USDOC FOR BEWT/TPD (ROBB)

E.O. 11652: N/A
TAGS: BEXP, EIND, UR
SUBJECT: USCO S/ME ON PLASTICS PRODUCTION --
GOOD NEWS AND BAD

REF: (A) USDOC 12336, (B) MOSCOW 15854

SUMMARY: USSR MINISTRY OF CHEMICAL INDUSTRY HAS
FINALLY AGREED TO SPONSOR PLASTICS PRODUCTION S/ME.
HOWEVER, ONLY ONE WEEK, ONLY IN MOSCOW, AND ONLY
DURING WEEK OF NOVEMBER 13. ACTION REQUESTED:
USDOC RAPID ACTION TO CONTACT SPI AND POTENTIAL S/ME
PARTICIPANTS TO DISCOVER WHETHER THEY BOTH WILLING
AND ABLE TO ADJUST PLANS IN ACCORD WITH ABOVE.
END SUMMARY.

1. AFTER REPEATED ATTEMPTS TO ARRANGE APPOINT-
MENTS, COMATT AND COMOFF FINALLY SUCCEEDED IN MEETING
ON JULY 20 WITH DEPUTY CHIEF OF FOREIGN RELATIONS
LYSENKO AT MINISTRY OF CHEMICAL INDUSTRY (MIN CHEM).
ALSO PRESENT AT MEETING WERE ZLOBIN (CHIEF OF TECH-
NICAL DEPARTMENT OF FRD) AND BURTSEV (SPECIALIST IN
FRD).

UNCLASSIFIED

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PAGE 02 MOSCOW 17105 01 OF 02 211635Z

2. LYSENKO AT OUTSET STATED THAT OCTOBER 23 TO
NOVEMBER 3 DATES WERE UNACCEPTABLE FOR S/ME ON
PLASTICS PRODUCTION BECAUSE MINCHEM IS PREPARING
FOR PETROCHEMICAL SHOW IN KIEV OCTOBER 13 AND
IS HOSTING WITH ACADEMY OF SCIENCES AN INTERNATIONAL
SYMPOSIUM ON MACROMOLECULAR CHEMISTRY WHICH WILL

TAKE PLACE IN TASHKENT OCTOBER 17 - 21. AFTER TASHKENT SYMPOSIUM THERE WILL BE ROUNDS OF PLANT AND INSTITUTE VISITS FOR MOST OF FOLLOWING WEEK, LYSENKO SAID. THIS PRESUMABLY WILL TAKE TIME OF MANY SPECIALISTS WHO MIGHT OTHERWISE ATTEND PLASTICS S/ME. LYSENKO AND ZLOBIN THEN NOTED THAT FIRST WEEK OF NOVEMBER IS ALSO POOR TIME FOR SEMINAR BECAUSE OF PROXIMITY TO MAJOR TWO-DAY HOLIDAY (NOVEMBER 7 & 8). BY TIME LYSENKO HAD REITERATED ABOVE CONFLICTS FOR THIRD TIME, IT WAS EVIDENT MINCHEM WOULD NOT AGREE TO EVENT WITHIN ORIGINALLY-PROPOSED TIMEFRAME. LYSENKO DID, HOWEVER, VOLUNTEER THAT NHNISTRY WOULD BE INTERESTED IN CO-SPONSORING S/ME HELD DURING WEEK OF NOVEMBER 13-17.

3. LYSENKO AND ZLOBIN BOTH CONSIDERED UNIVERSE OF POTENTIAL PARTICIPANTS TOO SMALL TO JUSTIFY TWO-WEEK FORMAT, AND THEY FINALLY LOCKED IN ON OFFER TO SUPPORT S/ME IN MOSCOW ONLY.

4. COMATT AGREED TO FIND OUT WHETHER NEW DATES WERE CONVENIENT TO ENOUGH COMPANIES TO WARRANT EVENT. IN REPLY TO QUESTION ON CHOICE OF FIRMS LYSENKO GAVE LIST OF EIGHT COMPANIES IN WHICH MINCHEM HAS DEFINITE INTEREST: AMPACXY, BINKS, BROWN PLASTICS, FINN AND FRAM, HAYSSSEN, KILLION EXTRUDERS, REED
UNCLASSIFIED

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PAGE 03 MOSCOW 17105 01 OF 02 211635Z

PRENTICE, AND CHEMTHERM. HE SAID SPECIALISTS ARE STUDYING OTHER FIRMS AND MINISTRY WILL CITE ADDITIONAL ONES OF INTEREST WITHIN ONE WEEK.

5. ACTION REQUESTED: USDOC PLEASE DETERMINE SOONEST HOW MANY OF FOURTEEN INTERESTED FIRMS (WITH PARTICULAR EMPHASIS ON THOSE ALREADY SELECTED BY MINCHEM), WILL BE ABLE TO PARTICIPATE IN NEW TIME-FRAME. IF SIX OR MORE ARE INTERESTED AND ABLE, USCO RECOMMENDS THAT SHOW GO FORWARD.

6. COMMENT: ABOVE NOTED LATED CHANGE IN TIMING OF S/ME AND RESTRICTION OF VENUE TO MOSCOW ARE REPRESENTATIVE OF DIFFICULTIES WHICH CAN BE ANTICIPATED WHEN INITIAL ORGANIZATIONAL MEETING WITH ACTUAL SPONSOR TAKES PLACE SO LONG AFTER GENERAL PROGRAM APPROVAL BY STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY AND CHAMBER OF COMMERCE. IN THIS CASE, NEITHER OF LATTER TWO ORGANIZATIONS, WITH WHOM WE HAD MET IN INTERIM, HAD INDICATED ANY AWARENESS OF CONVLICTING EVENTS IN CHEMICAL FIELD HERE. NOR HAD THEY FELT THAT WEEK ENDING NOVEMBER 3 WAS UNACCEPTABLY CLOSE TO HOLIDAYS.

DISCUSSIONS WITH CHAMBER (SOLNTSEV) AS LATE AS WEEK OF JULY 10 STILL PROVIDED NO CLUE. MEANWHILE, EFFORTS TO MEET WITH MINCHEM HAD PROVEN FRUITLESS SINCE EARLY MAY.

7. SIMILARLY DISCONCERTING IS LATE RECEIPT OF MINCHEM PREFERENCES ON S/ME PARTICIPANTS, AFTER USD /USCO FINALLY HAD BEEN FORCED TO MAKE SELECTION WITHOUT

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PAGE 01 MOSCOW 17105 02 OF 02 211635Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----012174 211718Z /41

R 211525Z JUL 78
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 4613
AMCONSUL LENINGRAD

UNCLAS SECTION 02 OF 02 MOSCOW 17105

SOVIET INPUT. WE SINCERELY HOPE USDOC WILL BE ABLE TO RETRIEVE CHEMTHERM AS PARTICIPANT AT THIS LATE DATE, AND THAT SUFFICIENT FIRMS WILL BE ABLE TO CHANGE PLANS TO NEW TIME FRAME.

8. ON ATMOSPHERICS OF JULY 20 MEETING, IT PERHAPS WORTH NOTING THAT LYSENKO MADE POSITIVE MENTION OF MINISTER KOSTANDOV'S U.S. VISIT AND MEETINGS, AND MADE ONLY BRIEF PASSING REFERENCE TO U.S. RELUCTANCE TO TREAT SOVIET UNION AS FULL-FLEDGED TRADING PARTNER. WE ALSO JUDGE MINCHEM INTEREST IN PLASTICS PRODUCTION S/ME TO BE GENUINE. ALL IN ALL, AND IN SPITE OF ABOVE PROBLEMS, WE VIEW OUTCOME OF JULY 20 MEETING AND ATTITUDE OF MINCHEM REPS AS MORE POSITIVE THAN WE HAD EXPECTED, GIVEN MINCHEM'S PREVIOUS DILATORY AND INDIFFERENT RESPONSES TO OUR MANY INQUIRIES.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PLASTICS, PRODUCTION, TRADE PROMOTION, PLANNING MEETINGS, SEMINARS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW17105
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780300-0688
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780734/aaaabcez.tel
Line Count: 165
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7ee9146f-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 MOSCOW 15854
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1927240
Secure: OPEN
Status: NATIVE
Subject: USCO S/ME ON PLASTICS PRODUCTION -- GOOD NEWS AND BAD
TAGS: BEXP, EIND, UR
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/7ee9146f-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014